

*Title:* **NEW ADB BUSINESS OPPORTUNITIES,  
PROPOSED REGIONAL TECHNICAL  
ASSISTANCE PROJECTS  
JUNE 2006**

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This report alerts U.S. firms to **US\$10.90 million** in new, potential procurement of consulting services under the Asian Development Bank's (ADB) technical assistance (TA) grant programs. Opportunities are reported for various ADB developing member countries in Asia and the Pacific. For 2005, U.S. firms, including many small consulting firms, succeeded in winning US\$46.26 million ADB-funded national technical assistance contracts out of a total ADB-financed consulting budget of US\$410.03 million.

The ADB selects a consultant for a TA grant based on its prior Expression of Interest (EOI). An EOI can be transmitted on-line through the ADB's website ([www.adb.org](http://www.adb.org)); afterward it will be acknowledged automatically. Firms may opt to send a hardcopy follow-up EOI addressed to Mr. Robert S. Robertson, Director, Consulting Services Division, with a copy to the ADB Project Officer. The EOI should relate a firm's experience and expertise to the ADB project. It is important for a U.S. firm to emphasize similar project experience in the country or in a similar geographic area rather than present a general profile of its consulting activities. A separate EOI should be submitted for each project. The project name indicated in the EOI should exactly match that listed in the ADB Business Opportunities publication to avoid confusion.

To be considered for employment, consulting firms must register on the ADB's DACON (Data on Consulting Firms) system or, for individual consultants, on the DICON (Data on Individual Consultants) system; otherwise, their EOIs will not be accepted. DACON and DICON registration can be done on-line at [www.adb.org/consulting](http://www.adb.org/consulting).

ADB's DACON (<http://www.adb.org/Consulting/dacon.asp>) is a database of firms and other organizations from the ADB's member countries that are qualified to provide consulting services for ADB projects. The DACON contains information on the experience and capacity of the firms and organizations. ADB requires firms or organizations to register on the DACON so that the ADB can consider them for short-listing for a technical assistance project. The term "firm or organization" covers all sources of consultants, such as consulting firms, government agencies, public sector organizations, national and international institutions and non-government organizations.

The DICON (<http://www.adb.org/Consulting/dicon.asp>) system contains the names of persons who are citizens of ADB's member countries; are at the forefront of their respective fields; and may be practicing consultants or employees whose organizations are prepared to release them for short periods to serve ADB; or retired persons with special experience who are still active.

Firms may also send a notification copy of their EOIs to the U.S. mailing address for the U.S. Commercial Service Liaison Office to the ADB, Attention: Frank Foster, Senior Commercial Officer, PSC 500 Box 33, FPO AP 96515-1000, or to the same office at its international mailing address: 25th Floor Ayala Life-FGU Center, 6811 Ayala Avenue, Makati City, Metro Manila, Philippines 1226; Phone: (63-2) 887-1345; Fax: (63-2) 887-1164; E-mail: [manila.adb.office.box@mail.doc.gov](mailto:manila.adb.office.box@mail.doc.gov). Information about these projects are likewise available on our website at <http://www.buyusa.gov/adb>. This office works closely with the Office of the U.S. Executive Director to the ADB to increase American awareness of, and participation in, the ADB's activities.

The projects listed in this report are now being actively processed by the ADB. For more information on these projects, the name of the ADB project officer is indicated in the project brief. The U.S. Commercial Service Liaison Office is ready to provide assistance to U.S. firms upon request.

The following technical assistance projects are reprinted with permission from the Asian Development Bank, from the ADB Website (<http://www.adb.org>) and appeared for the first time in May 2006. For more information on development in Asia and the Pacific, see <http://www.adb.org>.

**REGIONAL TECHNICAL ASSISTANCE PROJECT**  
**JUNE 2006**

**A. Project Name** : **Support for APEC Fiscal and Financial Initiatives**  
**Project No.** : REG 40116-01  
**Executing Agency** : Asian Development Bank  
Contact: Jiro Tsunoda  
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Asian Development Bank  
6 ADB Avenue, Mandaluyong City  
Tel. No.: (63-2) 632-6170; Fax. No.: (63-2) 636-2183  
E-mail: [jtsunoda@adb.org](mailto:jtsunoda@adb.org)  
**TA Amount** : US\$ 800,000.00  
**Activity Type** : Training

**Objectives and Scope:**

The technical assistance (TA) will support the APEC Finance Ministers Process initiatives that seek cooperative regional solutions to fiscal management and financial sector issues and will provide policy advice in the area of regional cooperation and integration. The TA will help strengthen the capacity of financial sector regulators and supervisors in the region through support for regional training efforts and seminars. The TA will also support the emerging policy dialogue and technical discussions on financial sector reforms and development, fiscal management, monetary and economic stabilization. ADB's active participation in that process helps to strengthen the Asian contribution to the dialogue as well as permits ADB staff to learn new approaches to address specific policy issues in discussion within a community of experts. These new ideas can potentially be of use in ADB's own policy dialogue and reform programs with the developing member countries (DMCs). Thus, to the extent possible, the governance, finance, and trade divisions of the regional departments will be encouraged to participate in the workshops either directly or indirectly through inputs to and feedback on ADB contributions to those initiatives. This TA is in line with key result areas of the Office of Regional Economic Integration for supporting capacity building and institutional strengthening, promoting regional economic policy dialogue, and conducting research on regional cooperation and integration.

**Consulting Services:** About 13.5 person-months of international consulting and 24 person-months of domestic consulting will be required.

**Project Processing Stage:** Fact-finding Mission to be scheduled.

**Recruitment of Consultants:** Recruitment of consultants is expected to take place in July 2006.

**Project Officer** : Jiro Tsunoda  
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**B. Project Name :** 2006-2008 Seminars on Business Opportunities  
**Project No. :** REG 40107-01  
**Executing Agency :** Asian Development Bank  
**TA Amount :** US\$ 500,000.00  
**Activity Type :** Training

**Objectives and Scope:**

The seminars aim to make contractors, manufacturers, suppliers and consulting firms aware of: (i) ADB and its operational activities; (ii) business opportunities under ADB lending and TA operations; (iii) how to find these business opportunities; (iv) how to pursue ADB-financed contracts; (v) how to prepare responsive offers; (vi) ADB's procedures for evaluation of offers; and (vii) methods of payment under ADB-financed contracts.

**Consulting Services :** No consulting services are required.

**Project Processing Stage:** Submission for President's Consideration to be scheduled.

**Recruitment of Consultants:** No consulting services required.

**Project Officer :** Bernhard Zentgraf  
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**C. Project Name :** 2007-2008 Seminars on Capacity Building for Project Implementation and Administration  
**Project No. :** REG 39288-01  
**Executing Agency :** Asian Development Bank  
**TA Amount :** US\$ 800,000.00  
**Activity Type :** Training

**Objectives and Scope:**

The project implementation and administration seminars will (i) provide project directors, managers and other key staff of executing agencies (EA) with an understanding of modern principles and techniques for project implementation and administration, and familiarize them with ADB's guidelines and procedures for the procurement of goods and civil works, selection and engagement of consultants, disbursements, and other aspects of project administration.; (ii) provide the trainees with a valuable opportunity to share and learn from the experience of other participants; and (iii) also provide a forum for discussion of the features of the current systems being applied in the developing member countries (DMCs).

**Consulting Services:** No consulting services are required.

**Project Processing Stage:** Fact-finding Mission to be scheduled.

**Recruitment of Consultants:** No consulting services required.

**Project Officer** : Cesar T. Valbuena  
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**D. Project Name** : **Civil Society Initiatives on Anti-Corruption**  
**Project No.** : REG 39332-01  
**Executing Agency** : Asian Development Bank  
**TA Amount** : US\$ 150,000.00  
**Activity Type** : Others

**Objectives and Scope:**

The proposed technical assistance (TA) will contribute to effective anticorruption initiatives involving public participation in India, Mongolia, Pakistan and the Philippines. Through provision of small grants to CSOs, the TA aims to increase CSO's capacity and knowledge in implementing initiatives to improve transparency and accountability, and fight corruption.

**Consulting Services:** No consulting services are required.

**Project Processing Stage:** Approved by the Bank: 21 April 2006

**Recruitment of Consultants:** No consulting services required.

**Project Officer** : Jennifer Francis  
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**E. Project Name** : **Asian Development Community Broadcasting Initiative**  
**Project No.** : REG 39334-01  
**Executing Agency** : Asian Development Bank  
**TA Amount** : US\$ 150,000.00  
**Activity Type** : Others

**Objectives and Scope:**

Draw upon satellite-based audio and multimedia broadcasting capacity, in combination with other communication technologies, to enable content providers to deliver vital HIV/AIDS information to remote communities in Asia, using satellite radio with other information communication technologies (ICTs).

**Consulting Services:** No consulting services are required.

**Project Processing Stage:** Approved by the Bank: 5 April 2006.

**Recruitment of Consultants:** No consulting services required.

**Project Officer** : Jennifer Francis  
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**F. Project Name** : **Development Partnership Program for South Asia**  
**Project No.** : REG 40124-01  
**Executing Agency** : Asian Development Bank  
Contact: Haruya Koide  
Tel. No.: (63-2) 632-5952  
Fax. No.: (63-2) 636-2221  
E-mail: [hkoide@adb.org](mailto:hkoide@adb.org)  
**TA Amount** : US\$ 8,500,000.00  
**Activity Type** : Others

**Objectives and Scope:**

Under the proposed Program, South Asia will undertake necessary reforms to address key development challenges in order to attain equitable broad-based growth. Expected outcomes are innovative approaches in addressing the key development challenges in South Asia, which will be implemented and disseminated within the region and to other Asian countries. Furthermore, in line with the ongoing Innovation and Efficiency Initiative, the proposed umbrella approach is expected to improve operational efficiency in providing development assistance services to the developing member countries (DMCs) in South Asia by focusing more on the quality of ADB services to address the above-mentioned development challenges in South Asia, rather than on associated paper preparation. It may also contribute to some reduction in the number of TAs during the next 5 years.

**Consulting Services:** Consulting services yet to be determined.

**Project Processing Stage:** Staff Review Committee (SRC) Meeting: July 2006.

**Recruitment of Consultants:** Requirements for consulting services yet to be determined.

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